

## **ASX ANNOUNCEMENT**

### **CPT GLOBAL LIMITED (ASX: CGO)**

**22 March 2021**

### **Market Update**

As stated at the 2020 AGM, extending the contracts with our two largest clients beyond 31 December 2020 was one of the 4 key risks and uncertainties that had reduced our visibility of future revenue for the 30 June 2021 financial year.

Further to our announcement of 27 January 2021, CPT is pleased to announce that the 2 streams of work at our largest North American client that were contracted until 31 March 2021, have been extended to 31 December 2021.

As a result of these contracts being extended:


1. 88% of forecast USA revenue to 30 June 2021 is contracted; and
2. 91% of forecast Australian revenue to 30 June 2021 is contracted.

Following is an updated investor presentation we will use in upcoming roadshows.

Authorised by the Chairman of the Board of Directors of CPT Global Limited

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# CPT Global

## Investor Briefing Presentation

# Agenda

- **About CPT Global Limited**
- **2021 Half-Year Results**
- **Strategy & Outlook**
- **Appendix**



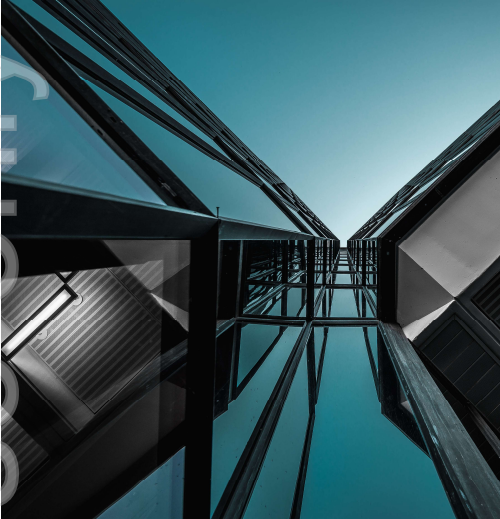
# CPT Global Limited

**Helping clients solve their complex and technical challenges as they transform their IT environments**





# CPT Global



## Trusted

Publicly listed global technology company with a 25 year+ track record

Trusted advisor to Fortune 500 with ongoing long term client relationships



## Expert

Team of 200+ experts; long tenure with CPT and diverse skill sets

Experts in transforming, assuring, and optimising systems and technology

World class partner network bringing cutting edge solutions



## Assured Efficiency

Focus on cost efficiency and ROI on technology investments

Assuring application and infrastructure performance and value

# What makes CPT special

Our deep expertise, track record, trusted relationships and true dedication to our clients separates us from others

## Global IT experts



CPT has world class capacity planning, performance tuning and testing experts.

Our consultants average 20+ years in the industry.

## Results obsessed



We are obsessed with achieving cost savings and efficiency gains. We are willing to be compensated only by results.

## Trusted partner



CPT are a trusted partner in navigating companies through complex and critical IT and business events.

## Successful Delivery



We have a proven track record with our clients of delivering value in their business terms

# 2021 Half-Year Results

50% revenue growth & record half-year profit



# HY2021 Highlights

HY2021 was the best half-year result in CPT's history and the 3<sup>rd</sup> best result for any financial period in 22 years.

	HY2021	FY2020	HY2020
	m's	m's	m's
<b>Revenue</b>	<b>18.1</b>	<b>24.9</b>	<b>12.1</b>
Profit before tax & impairment	3.0	0.9	-0.3
Goodwill impairment	-	-4.2	-4.2
Profit before tax	3.0	-3.3	-4.5
Tax expense	0.7	0	0.8
Profit after tax but before impairment	2.3	0.9	0.5
<b>Net profit</b>	<b>2.3</b>	<b>-3.3</b>	<b>-3.8</b>
EPS (Basic)	5.77 cents	-8.73 cents	-9.89 cents
<b>Dividend</b>	<b>2.00 cents</b>	<b>1.25 cents</b>	<b>NA</b>
<b>Cash</b>	<b>3.8</b>	<b>3.1</b>	<b>2.5</b>
Net Assets	4.4	2.7	2.3

Commercial in Confidence – CPT Global



# Highlights

Growth within existing clients, contracted margins maintained, costs across the business declined.



## CORE BUSINESS & STRENGTHS

Our focus has been on our core business and strengths: helping clients solve their complex and technical challenges as they transform their IT environments. During Covid-19 it has been our core services that have been in demand.



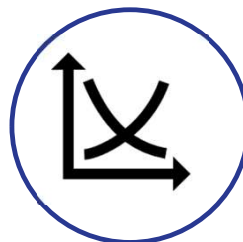
## 71% GROWTH IN AUSTRALIAN REVENUE

Growth in the second half of FY20 at our largest client was locked in for the first half and has been extended to 30 June 2021. New clients won in the second half of FY20 ramped up to full capacity.



## COSTS HAVE TRENDED DOWN

The impact of lockdowns has been a net positive on the costs in the business. Travel and related costs and occupancy costs all decreased. As regions reopen, we will see some costs increase again, however, the way we work has changed and so has our clients' practices.



## MARGINS HAVE HELD UP DURING COVID

Contracts renewed at existing rates or with limited discounts (5% at most). Significant risk/reward margin on approx. US\$1m in revenue. Consultant travel has been reduced to zero.



## OUR CLIENT BASE IS UNPARALLELED

Our clients are the largest and most recognised brands in the financial services, insurance and government sectors.

# Strategy & Outlook

One team delivering sustainable, profitable growth





# Strategy

Focus is building on the momentum of the past 12 months using the strategies that have delivered results

- Resources focussed on USA & Australia
- High quality services delivered remotely
- Utilise digital marketing and sales tools
- Start to shift the sales focus to new accounts and former clients
- Preserve margins and control delivery costs
- Laser focus on controlling discretionary costs
- Support employees during the pandemic



# Outlook

Contracted revenue in as strong a position at this point in the year as it has ever been

- 91% of Australian forecast revenue to 30 June contracted
- 88% of US forecast revenue to 30 June contracted
- Second-half will be profitable but unlikely to reach the highs of the first half
- Growth rate in the first-half is not sustainable and will return to the normal long-term range
- Next stage of growth will come from:
  - new clients in Aust. & the USA
  - rebuilding the Canadian and European regions
- Covid-19 humps expected but CPT is very well placed to ride these out

# Appendix

# Capital Structure

Ordinary Shares on Issue <sup>1</sup>	Number	Holders	%
Free Float	23,272,702	814	59%
Directors & executives	16,004,209	7	41%
<b>Total</b>	<b>39,276,911</b>	<b>821</b>	<b>100%</b>

<sup>1</sup> As at 9 March 2021

Top Shareholders <sup>1</sup>	Number	%
Gerry tuddenham & associates	14,182,763	36%
Sonda Fondo De Inversion Privado	2,664,993	7%
The Westferry Fund	1,892,250	5%
Clapsy Pty Ltd	1,700,000	4%
BNP Paribas Nominees	874,238	2%
Philip Adam	835,041	2%
Top 20	27,152,535	69%
<b>Total Shares</b>	<b>39,276,911</b>	

<sup>1</sup> As at 9 March 2021



# A selection of CPT's recent clients

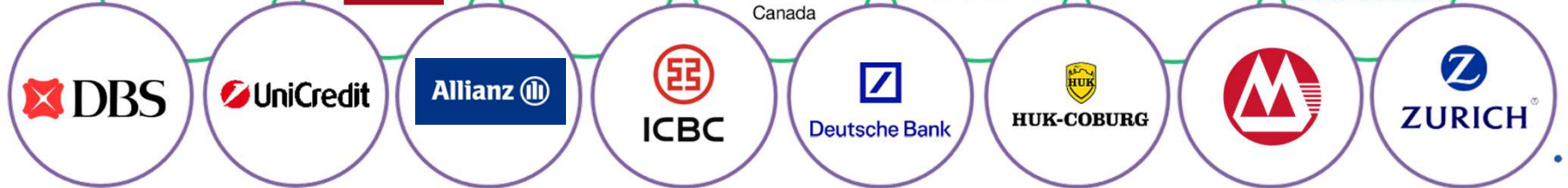
Australia



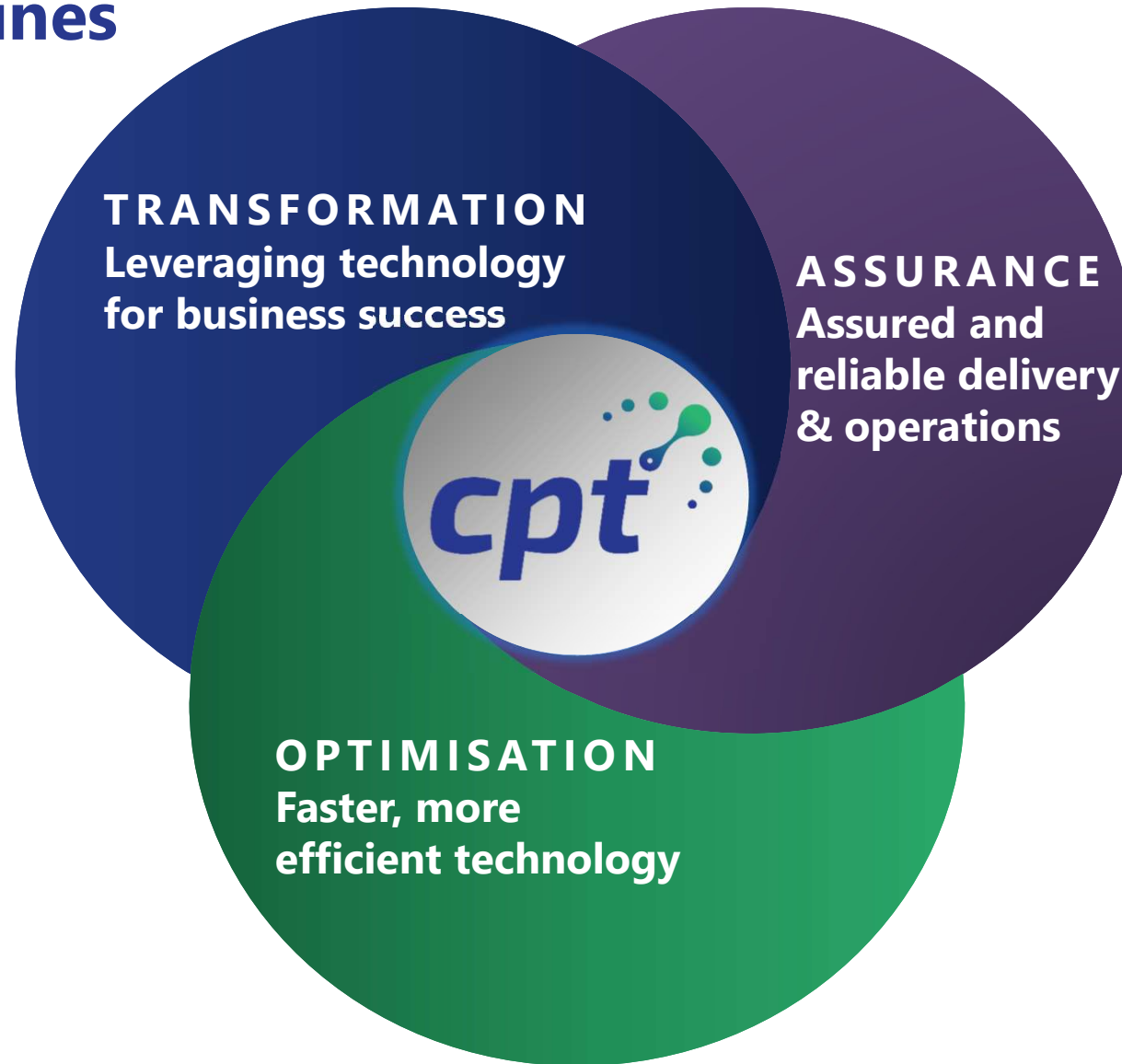
Americas



Europe & Asia



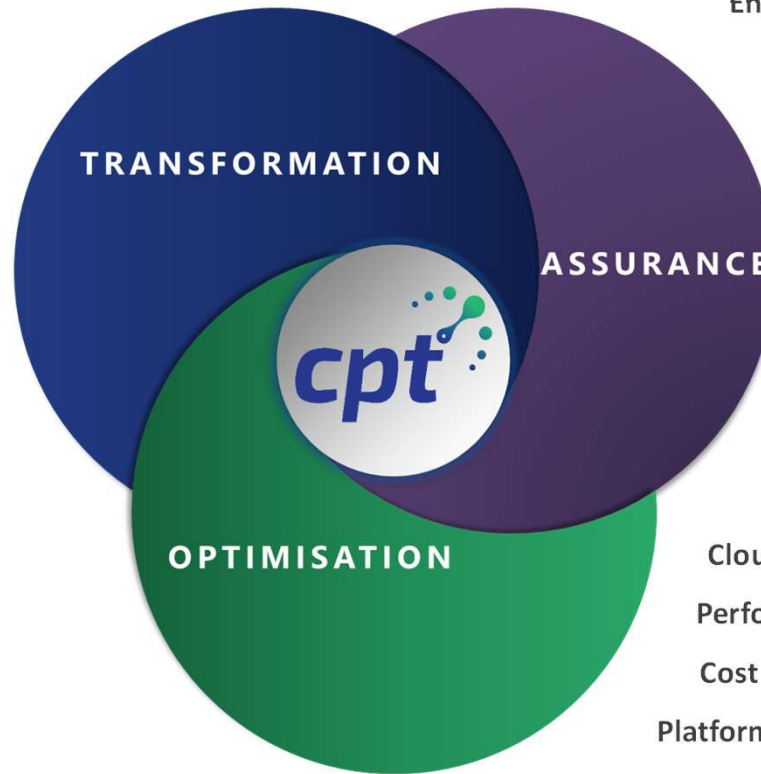
# Our Service Lines



# Our Delivery Capabilities

## Transformation

- Digital capabilities
- Strategic advisory
- Payments
- Data analytics
- Automation & DevOps
- Customer experience
- Workforce efficiency



## Assurance

- Capacity planning & management
- Environment & data management
- QA & Test management
- Service management
- Performance testing
- Program leadership
- Business & Service Continuity

## Optimisation

- Cloud migration and optimisation
- Performance tuning & engineering
- Cost optimisation & management
- Platform optimisation & modernising
- Application optimisation & migration

# Disclaimer

This presentation contains general information about the activities of CPT Global Limited (CPT) which is current as at 22 March 2021. It is in summary form and does not purport to be complete. It presents financial information on both a statutory basis as well as information provided on a non-statutory basis.

This presentation is not a recommendation or advice in relation to CPT or any service offered by CPT and its subsidiaries. It is not intended to be relied upon as advice to investors or potential investors, and does not contain all information relevant or necessary for an investment decision. It should be read in conjunction with CPT's other periodic and continuous disclosure announcements filed with the Australian Securities Exchange, and in particular the results for the year ended 30 June 2020 and the results for the half-year ended 31 December 2021. These are also available at [www.cptglobal.com](http://www.cptglobal.com).

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All amounts are in Australian dollars unless otherwise indicated.

*CPT has delivery,*



IT  
CS.

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